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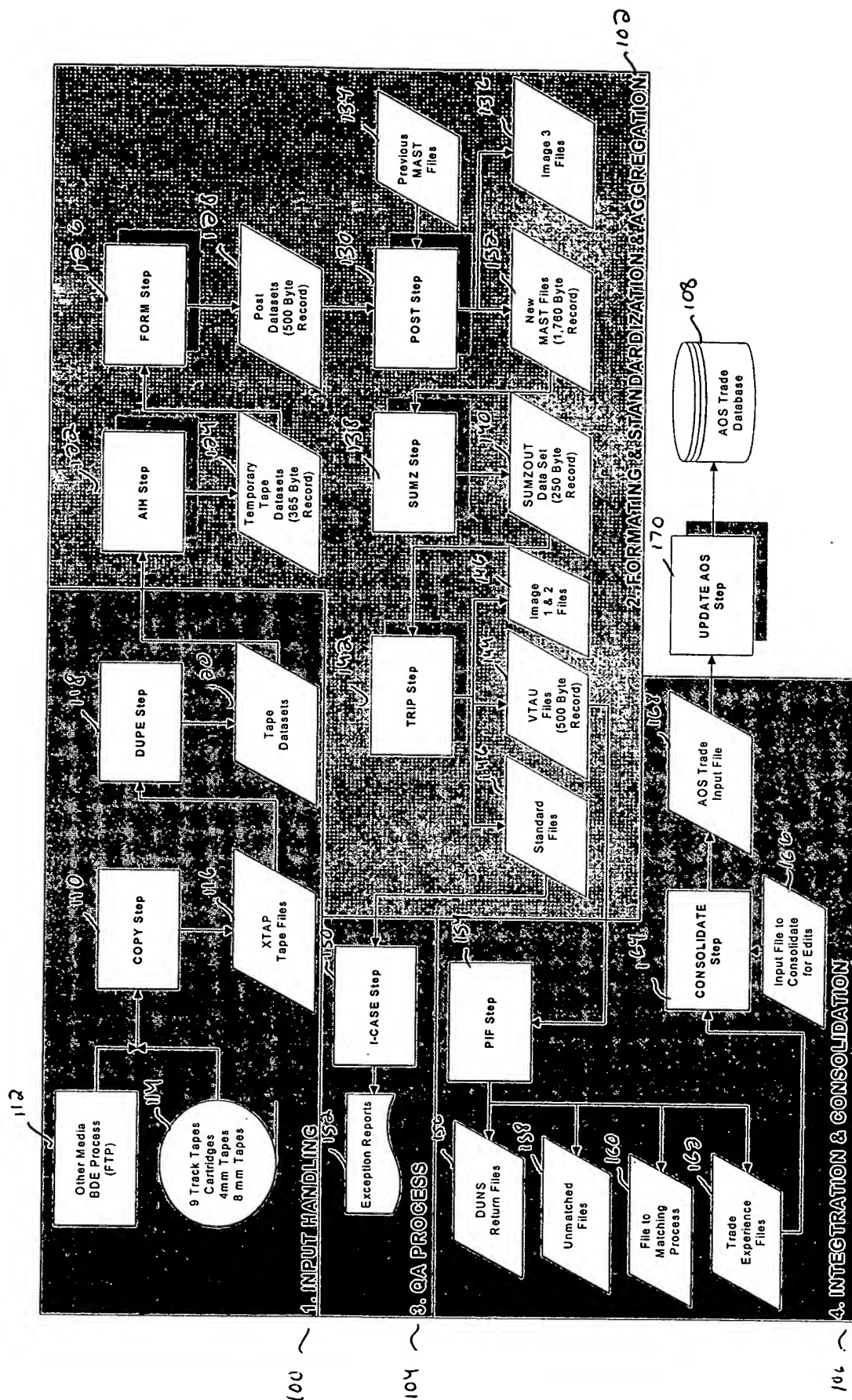


FIG. 1

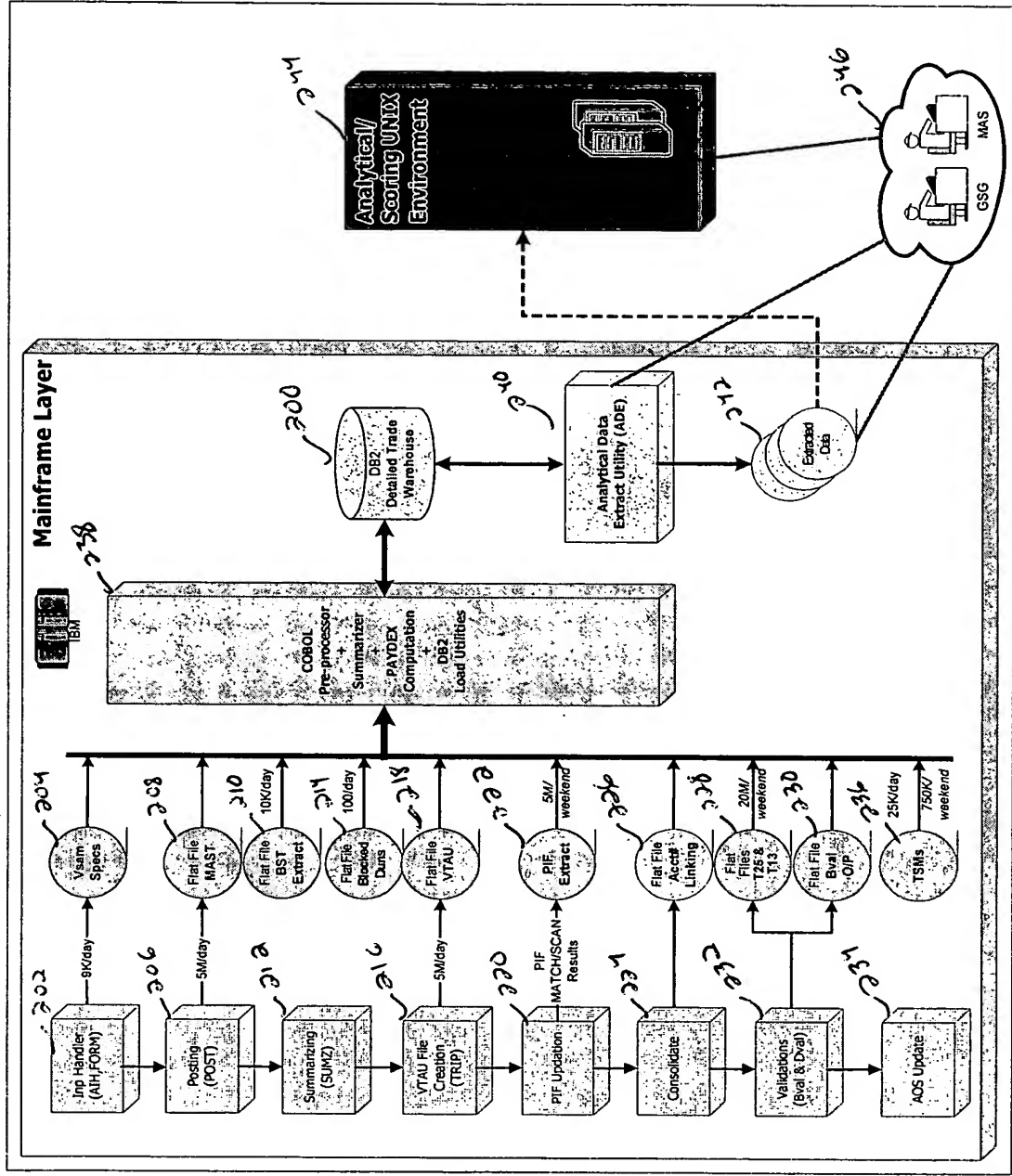


FIG. 2

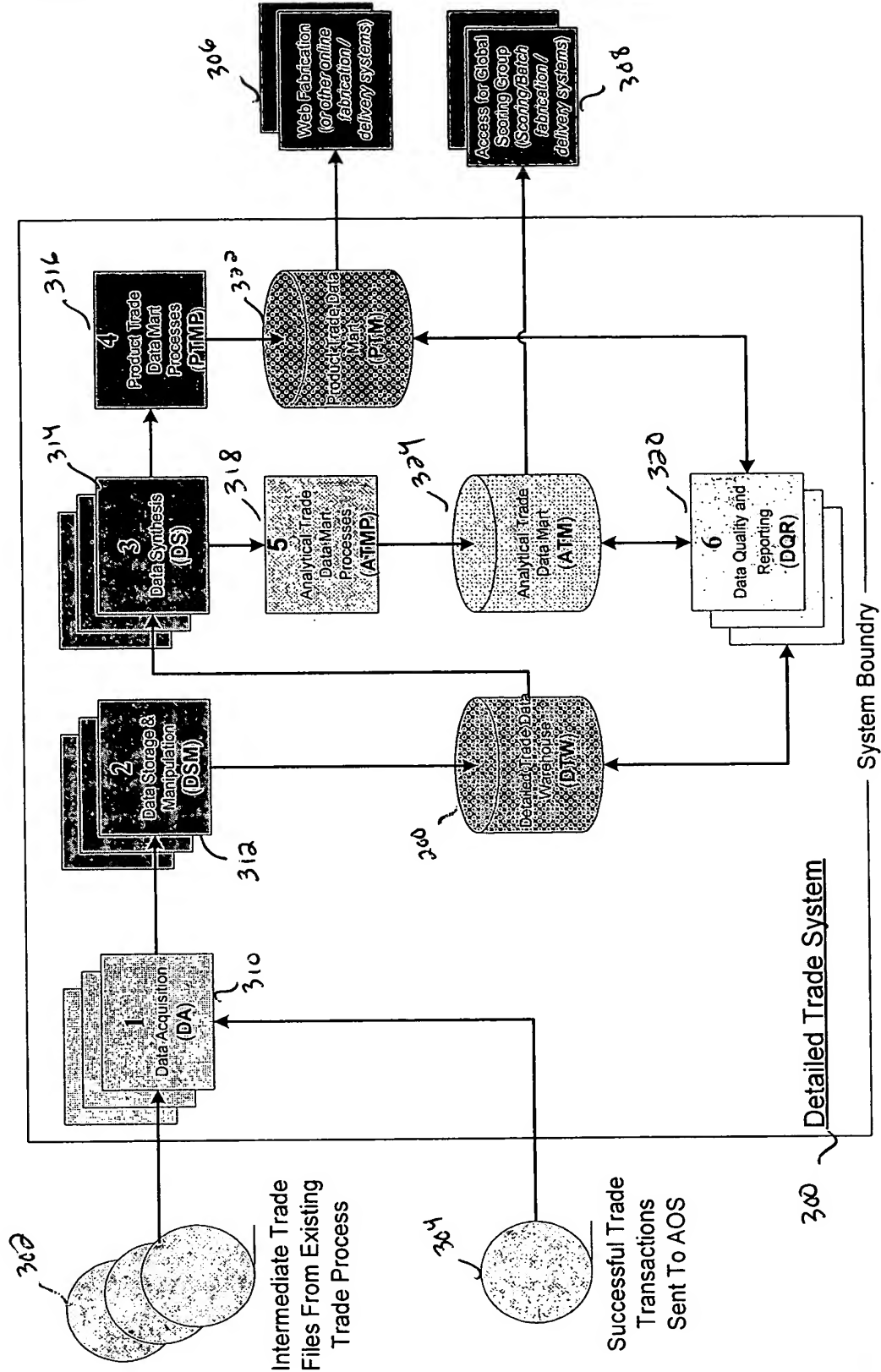


FIG. 3

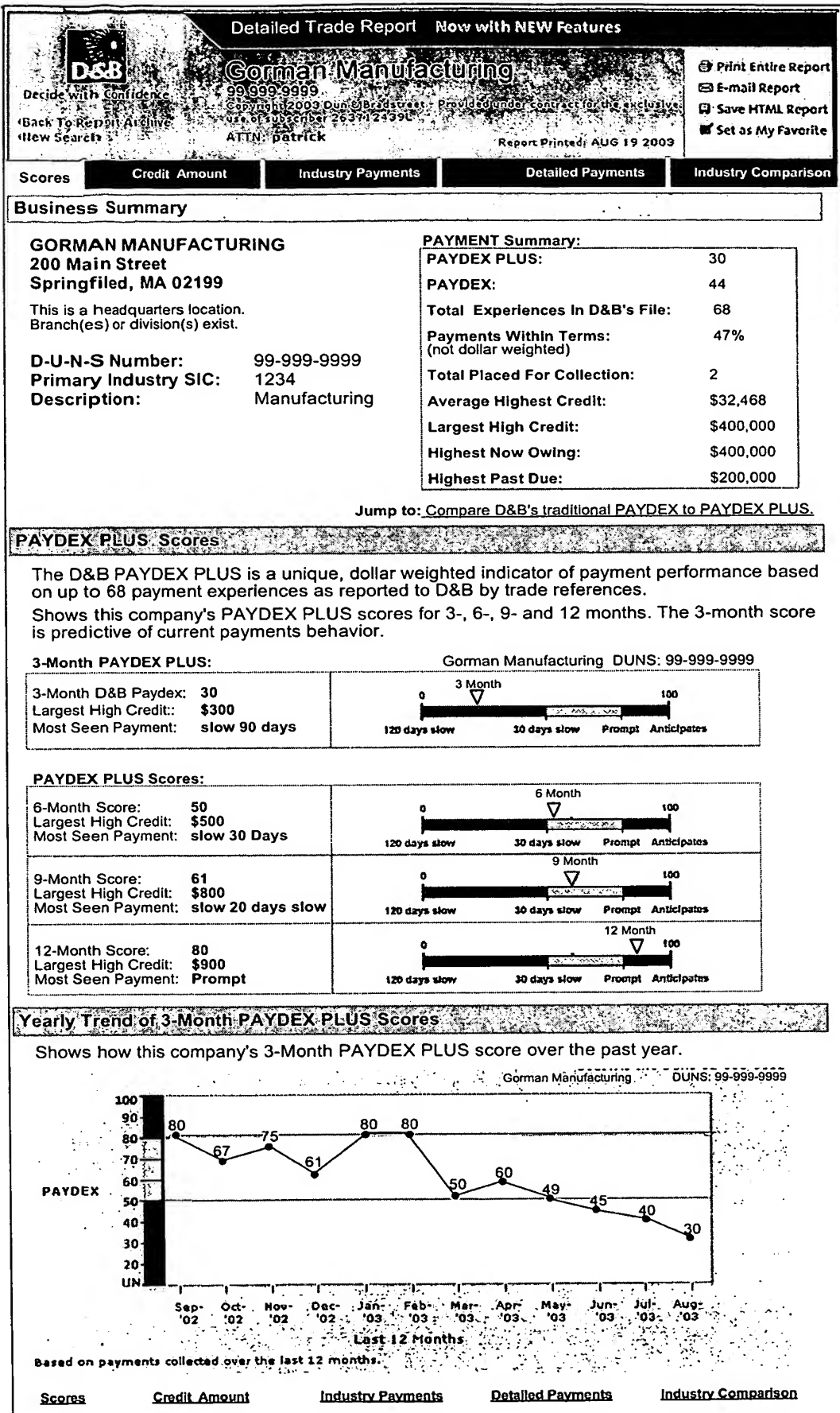


FIG. 4A



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Detailed Trade Report Now with NEW Features

Gorman Manufacturing

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Scores Credit Amount Industry Payments Detailed Payments Industry Comparison

PAYDEX PLUS Score by Size of Credit

Shows scores by dollar amount of credit extended.

Total # of Experiences: 90
Largest High Credit: \$200,000

Gorman Manufacturing DUNS: 99-999-9999

Size of Credit Line (\$)	Current Trend	3 Month	PAYDEX Plus Score		
			6 Month	9 Month	12 Month
100,000 +	↓	30	60	60	80
50,000 to 99,000	↓	30	60	60	80
5,000 to 49,000	↓	30	60	60	60
1,000 to 4,999	↔	60	60	60	80
Under 1,000	↔	80	80	80	80

Primary Industry values based on trade data collected over the past 12 months.

Payment Habit by Size of Credit

Shows experiences, total dollar amount, and manner of payment by credit extended.

Total # of Experiences: 90
Largest High Credit: \$200,000

Shows how this company pays by dollar amount.

Gorman Manufacturing DUNS: 99-999-9999

Size of Credit Line (\$)	Total Exp.	Total (\$M)	Manner of Payment (%)				
			Prompt	1-30	31-60	61-90	91+
100,000 +	18	700	20	25	25	25	5
50,000 to 99,000	18	400	20	25	25	25	5
15,000 to 49,000	18	980	20	25	25	25	5
1,000 to 4,999	18	50	20	25	25	25	5
Under 1,000	18	45	20	25	25	25	5

Primary Industry values based on trade data collected over the past 12 months.

Scores Credit Amount Industry Payments Detailed Payments Industry Comparison

FIG. 4B



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Scores

Credit Amount

Industry Payments

Detailed Payments

Industry Comparison

PAYDEX PLUS by Payment to Industry

Shows how this company pays to industries.

[Export to Excel Spreadsheet](#)

Total # of Experiences: 90
Largest High Credit: \$200,000

Gorman Manufacturing

DUNS: 99-999-9999

Industry	Current Trend	PAYDEX Plus Score			
		3 Month	6 Month	9 Month	12 Month
Nonclassified	↓	30	60	60	80
Semiconductor	↓	30	60	60	80
Widget	↓	30	60	60	60
Steel	↔	60	60	60	80
Trucking non-local	↔	80	80	80	80
Mining	↓	30	60	60	80

Primary Industry values based on trade data collected over the past 12 months.

Don't see your Industry? You can search for it here.

[Export to Excel Spreadsheet](#)

Enter your company's SIC: <input type="text" value="5432"/>		Show this Industry			
Industry	Current Trend	PAYDEX Plus Score			
		3 Month	6 Month	9 Month	12 Month
Advertising Agency	↓	30	60	60	80

Primary Industry values based on trade data collected over the past 12 months.

Scores

Credit Amount

Industry Payments

Detailed Payments

Industry Comparison

FIG. 4C



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Scores	Credit Amount	Industry Payments	Detailed Payment History	Industry Comparison
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Export to Excel Spreadsheet

DUNS: 99-999-9999

<u>Scores</u>	<u>Credit Amount</u>	<u>Industry Payments</u>	<u>Detailed Payments</u>	<u>Industry Comparison</u>
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FIG. 4D



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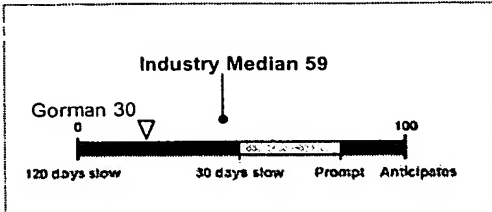
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Scores Credit Amount Industry Payments Detailed Payments Industry Comparison

3-Month PAYDEX PLUS Comparison to Industry Most Recent Quarter Q2 2003

Shows how this company's 3-Month PAYDEX PLUS score compares to its industry.

Gorman Manufacturing SIC: 1234 Number of Firms: 186



PAYDEX PLUS Scores:

Gorman:	30
Industry Median:	59
Top firms: (scoring higher)	>80
Lower firms: (scoring lower)	<30

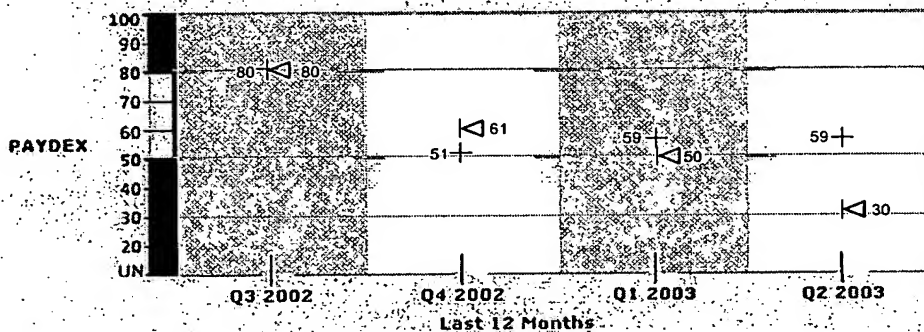
Primary Industry values based on trade data collected over the most recent quarter.

Jump to: Compare D&B's traditional PAYDEX to PAYDEX PLUS.

Yearly Trend of Industry 3-Month PAYDEX PLUS Scores

Shows how this company's PAYDEX PLUS score compares over time to its industry.

Gorman Manufacturing SIC: 1234 Number of Firms: 186



Based on payments collected over the last 4 quarters.

Score Comparison Key: This Business Industry Median

- The current PAYDEX Plus for this Business is 61, or equal to 22 days beyond terms.
- The present industry median score is 59, or equal to 30 days beyond terms.

Scores Credit Amount Industry Payments Detailed Payments Industry Comparison

FIG. 4E